

Rushabh Shah

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EDUCATION

University of Pennsylvania, School of Engineering & Applied Science **Philadelphia, PA**
Master of Computer and Information Technology August 2021 – May 2023 (Expected)

- Cumulative GPA: 3.90 | Relevant Coursework: CIT 591 – Introduction to Software Development (A+), CIT 592 – Mathematical Foundations of Computer Science (A-), CIT 593 – Introduction to Computer Systems (A+)
- Programming Languages: Java, Python, C, SQL, JavaScript, HTML, Stata, MATLAB

University of California, Berkeley, Haas School of Business **Berkeley, CA**
B.S. in Business Administration (High Honors) | B.A. in Economics (High Honors) August 2012 – December 2015

- Cumulative GPA: 3.89 | GRE Verbal: 170/170 | GRE Quantitative: 167/170 | GRE Analytical Writing: 6/6

Fisher Center for Real Estate and Urban Economics **Berkeley, CA**
Research Lead for Professor Robert Edelstein September 2014 – December 2015

- Managed and mentored a team of 5 students analyzing the feasibility of the Affordable Care Act and Social Security

ENTREPRENEURIAL EXPERIENCE

Funeral Technology Venture **San Francisco, CA**
Co-Founder August 2020 – December 2020

- Recruited and led team of 4 people seeking to digitize funeral planning and post-death legal processes
- Conducted due diligence by interviewing industry experts, 10 funeral homes and 15 people who had planned funerals
- Prepared interview questionnaires, translated interviews into user stories and ranked pain points using predefined metrics
- Brainstormed B2B and B2C solutions for stakeholders, calculated their market size and evaluated product-market fit

PROFESSIONAL EXPERIENCE

Sunstone Partners **San Mateo, CA**
Investment Associate | SaaS & Tech-Enabled Services Growth Equity August 2019 – August 2020

- Spearheaded thematic sourcing efforts across cloud and IT services, cybersecurity, telepsychiatry and pharmaceutical IT, which included development of industry theses, identification of potential acquisitions and outreach to founders
- Performed diligence into potential investments in a telepsychiatry company and women's health software company through financial modelling, market sizing, customer interviews, unit economics and cohort trend analyses
- Successfully sourced Qwinix, a Google Cloud services provider, as an add-on investment for a portfolio company

Moelis & Company **San Francisco, CA**
Senior Analyst | Technology Mergers & Acquisitions September 2017 – June 2019

- Examined technology industry developments and developed acquisition ideas for strategic and private equity clients
- Extensive technical experience with accretion / dilution, pro forma debt paydown, LBO, DCF and comparables analyses
- Received a promotion to Senior Analyst and a top-bucket performance rating during second year at firm
- Selected Transaction Experience:
 - Hengtong's multi-billion dollar attempted acquisition of General Cable (submitted final binding offer, lead Analyst)
 - Built complex combination and operating model of target based on bottom-up revenue and cost builds
 - Coordinated cross border diligence processes with client's lawyers and accountants prior to submitting final bid
 - ~\$300 million sellside for an electronic peripherals manufacturer (received final bids, sole Analyst)
 - Managed deal processes including 200+ NDA negotiations, maintenance of data room for 100+ potential buyers, 50+ investor diligence calls, 15+ management presentations and 5+ definitive agreement negotiations

Wells Fargo Securities **San Francisco, CA**
Analyst | Summer Analyst | Technology Coverage June 2016 – August 2017

- Closed five debt, equity and M&A transactions across internet, software, hardware and semiconductor verticals

SKILLS, ACTIVITIES & INTERESTS

Honors: Phi Beta Kappa, Beta Gamma Sigma, Regents' and Chancellor's Scholar, Walnut High School Valedictorian

Languages: Fluent in Brazilian Portuguese, Spanish, spoken Gujarati and English

Certificates: Becoming a Product Manager (LinkedIn), Linear Algebra (UT Austin), Java Developer Masterclass (Udemy)

Interests: Basketball (defensive specialist), Surfing, Salsa dancing, Solo-traveling